

April 5, 2002

DOCKET FILE COPY ORIGINAL

**BY HAND DELIVERY**

William F. Caton  
Acting Secretary  
Federal Communications Commission  
The Portals, Room TW-A325  
455 12th Street, S.W.  
Washington, D.C. 20554

**RECEIVED**

APR 05 2002

FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

**REDACTED -- FOR PUBLIC INSPECTION**

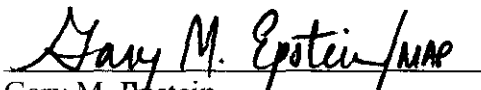
**Re: Consolidated Application of EchoStar Communications Corporation, General Motors Corporation and Hughes Electronics Corporation for Authority to Transfer Control, CS Docket No. 01-348**

Dear Mr. Caton:

On behalf of EchoStar Communications Corporation, General Motors Corporation and Hughes Electronics Corporation ("the Applicants"), enclosed for submission please find material requested by the Commission that was used by Professor Robert D. Willig in connection with two discrete parts of his February 25, 2002 Declaration in the above-referenced docket -- his analysis of churn data for EchoStar and DIRECTV and his analysis of "homes passed" by cable. This material is simultaneously being provided to the Commission pursuant to the Protective Order issued on January 9, 2002. *See EchoStar Communications Corporation, General Motors Corporation, and Hughes Electronics Corporation*, DA 02-27 (rel. Jan. 9, 2002). Pursuant to paragraph 3 of the Commission's decision accompanying the Protective Order, EchoStar is providing two copies of both this cover letter and the redacted attachments. In addition, enclosed please find an additional copy of this material to be date-stamped and returned with our messenger.

If you have any questions concerning this submission, please do not hesitate to contact us.

Respectfully submitted,



Gary M. Epstein  
Latham & Watkins  
555 11<sup>th</sup> Street, N.W.  
Suite 1000  
Washington, D.C. 20004



Pantelis Michalopoulos  
Steptoe & Johnson LLP  
1330 Connecticut Avenue, N.W.  
Washington, D.C. 20036  
(202) 429-6494

*Counsel for Hughes Electronics Corporation and General Motors Corporation*

*Counsel to EchoStar Communications Corporation*

Enclosures

No. of Copies rec'd 0+1  
List ABCDE

cc: Marcia Glauberman  
Linda Senecal

**Table One**

**DIRECTV Voluntary Churn Analysis**

**REDACTED - FOR PUBLIC INSPECTION**

**Table Two**

**DIRECTV Voluntary Churn Analysis**

**REDACTED - FOR PUBLIC INSPECTION**

**Table Three**

**EchoStar Voluntary Churn Analysis**

**REDACTED - FOR PUBLIC INSPECTION**

**Table Four A**

**DIRECTV Voluntary Churn Analysis**

**REDACTED - FOR PUBLIC INSPECTION**

**Table Four B**

**DIRECTV Voluntary Churn Analysis**

**REDACTED - FOR PUBLIC INSPECTION**

Table Five

EchoStar Voluntary Churn Analysis

**REDACTED - FOR PUBLIC INSPECTION**

Table Six

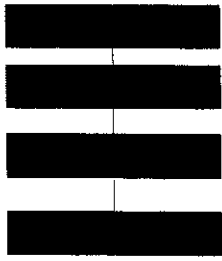
DIRECTV Voluntary Churn Analysis

REDACTED - FOR PUBLIC INSPECTION



**Churn Analysis of DIRECTV Subscribers  
in Zip Codes that MediaPrints Data Suggest are Non-Cabled**

**REDACTED - FOR PUBLIC INSPECTION**



# ginsberg Lahey

*Research ♦ Policy ♦ Communications ♦ Media*

**To:** Robert Willig  
Jon Orszag  
**From:** Ginsberg Lahey  
**Date:** February 20, 2002  
**Re:** Cable Availability

---

By contacting customer service and other cable company representatives, we have learned that cable service is available in a number of towns and DMAs that the Warren data indicates are "not passed" by cable.

The following summarizes our findings:

## Atlanta, GA DMA

1. **DMA:** Atlanta, GA  
**Zip Code:** 30045  
**Cable Provider:** Charter Communications  
**Note:** On 2/19/02, Karen in customer service for Charter Communications (770-806-7070) confirmed that Charter Communications serves the 30045 area code, but most customers are with AT&T.
2. **DMA:** Atlanta, GA  
**Zip Code:** 30297  
**Cable Provider:** MediaOne/ATT  
**Note:** On 2/19/02, ATT Customer Service (1-800-215-7788) confirmed that all areas of the 30297 zip code are cable ready.
3. **DMA:** Atlanta DMA  
**Zip Code:** 30127  
**Cable Provider:** Intermedia/ATT  
**Note:** On 2/20/02 Intermedia/ATT customer service department (1-800-215-7788) confirmed that cable is available in the 30127 zip code.

## Bluefield, Beckley, Oak Hill DMA

4. **DMA:** Bluefield, Beckley, Oakhill  
**Zip Code:** 25040  
**Cable Provider:** Charter Communications

**Note:** On 2/19/02, Charter Communications Customer Service (304-345-8483), confirmed cable availability in the 25040 zip code.

### **Charleston-Huntington DMA**

5. **DMA:** Charleston, Huntington- DMA  
**Zip Code:** 25205  
**Cable Provider:** Charter Communications  
**Note:** On 2/19/02, Betsy in customer service for Charter Communications (304-345-8483) confirmed that Charter Comm. serves the 25205 zip code.

### **Houston DMA**

6. **DMA:** Houston- DMA  
**Zip Code:** 77561  
**Cable Provider:** Classic Cable  
**Note:** On 2/19/02, Cindy in customer service for Classic Cable (800-999-6845) confirmed that Classic Cable serves the 77561 zip code.

### **Kansas City DMA**

7. **DMA:** Kansas City- DMA  
**Zip Code:** 66040  
**Cable Provider:** Classic Cable  
**Note:** On 2/19/02, Cindy in customer service for Classic Cable (800-999-6845) confirmed that Classic Cable serves the 66040 zip code.

### **Lafayette DMA**

8. **DMA:** Lafayette- DMA  
**Zip Code:** 70577  
**Cable Provider:** Allen's TV Cable Services Inc.  
**Note:** On 2/19/02, Allen's TV Customer Service (337) 662-5315 confirmed cable is available in the 70577 zip code.

### **Louisville DMA**

9. **DMA:** Louisville- DMA  
**Zip Code:** 40165  
**Cable Provider:** Derbytownt Communications  
**Note:** On 2/19/02, Derbytownt Communications customer service department (502-543-2969) confirmed that cable is available in the 40165 zip code.

### **Paducah-C.Gird-Harbg-Mt Vn DMA**

10. **DMA:** Paducah-C.Gird-Harbg-Mt Vn  
**Zip Code:** 63966  
**Cable Provider:** Boycom Cablevision  
**Note:** On 2/20/02 Boycom Cablevision customer service (573-686-9101) department confirmed that cable is available in the 63966 zip code.

### Tri-Cities, TN-VA DMA

11. **DMA:** Tri-Cities, TN-VA DMA  
**Zip Code:** 24649  
**Cable Provider:** Charter Communications  
**Note:** On 2/19/02 Charter Communications customer service department (540-489-1300) confirmed that cable is available in the 24649 zip code.

### Houston DMA

12. **DMA:** Houston  
**Zip Code:** 77650  
**Cable Provider:** Classic Cable  
**Note:** On 2/20/02 Classic Cable customer service department (1-800-999-6845) confirmed that cable is available in the 77650 zip code.

### Terra Haute, IN DMA

13. **Town:** Russelville, IN  
**Zip Code:** 46175  
**Cable Provider:** GalaxyAmerican Communications  
**Note:** On 2/15/02, Heather in customer service (1-800-365-6988) confirmed that cable is available in the 46175 zip code.
14. **Town:** Milltown, IN  
**Zip Code:** 47145  
**Cable Provider:** Charter Communications VI  
**Note:** On 2/15/02, Susan in customer service (1-800-852-3450) confirmed that Charter Communications serves parts of the 47145 zip code.
15. **Town:** Water Valley, KY  
**Zip Code:** 42085  
**Cable Provider:** Galaxy Cablevision  
**Note:** On 2/15/02, Terrance of Galaxy Cablevision, (1-800-365-6988) informed us that service extended to areas of the 42085 zip code.

### Little Rock-Pine Bluff DMA

16. **DMA:** Little Rock-Pine Bluff DMA  
**Zip Code:** 72073  
**Cable Provider:** Classic Cable  
**Note:** On 2/20/02 Classic Cable customer service department (1-800-999-6845) confirmed that cable is available in the 72073 zip code.

### **Minneapolis-St. Paul DMA**

17. **DMA:** Minneapolis-St. Paul DMA  
**Zip Code:** 55783  
**Cable Provider:** Mediacom  
**Note:** On 2/19/02 Cynthia in the Mediacom customer service department (1-800-332-0245) confirmed that cable is available in parts of the 55783 zip code.

### **Nashville DMA**

18. **DMA:** Nashville  
**Zip Code:** 37191  
**Cable Provider:** Charter Communications  
**Note:** On 2/20/02 Judy from Charter Communications customer service department (1-931-552-2288) confirmed that cable is available in the 37191 zip code.

### **Burlington, VT DMA**

19. **Town:** Edwards, NY  
**Zip Code:** 13635  
**Cable Provider:** DWS Cablevision  
**Note:** On 2/13/02, customer service for DWS Cablevision (1-800-371-9139) confirmed that DWS Cablevision is available in the 13635 zip code.

20. **Town:** Star Lake, NY  
**Zip Code:** 13690  
**Cable Provider:** DWS Cablevision  
**Note:** On 2/13/02, customer service for DWS Cablevision (1-800-371-9139) confirmed that DWS Cablevision is available in the 13690 zip code.

**Hoosier Region**  
**Census Places Allegedly Not Passed by Cable Systems**  
**and the Location of the Nearest DirecTV National Retailer**

**REDACTED - FOR PUBLIC INSPECTION**

**Carolinas Region**  
**Census Places Allegedly Not Passed by Cable Systems**  
**and the Location of the Nearest DirecTV National Retailer**

**REDACTED - FOR PUBLIC INSPECTION**